Turnkey Systems Market
Western Europe

Subsector	User Expenditures ($ Billions) 1991	1991-1996 CAGR (%)	1996
Equipment	6.3	11	10.5
Software Products	2.9	18	6.7
Professional Services	3.1	18	7.1

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Notes

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Turnkey Systems, Western Europe

Equipment Platform Analysis

Subsector	User Expenditures ($ Billions) 1991	1991-1996 CAGR (%)	1996
Mainframe	0.5	7	0.7
Minicomputer	7.0	14	13.4
Workstation/PC	4.8	16	10.2

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Turnkey Systems, Western Europe

Country Markets

Country	User Expenditures ($ Billions) 1991	CAGR (%)	1996
Germany	3.6	15	7.2
United Kingdom	2.6	12	4.6
France	1.9	14	3.7
Italy	0.8	11	1.3

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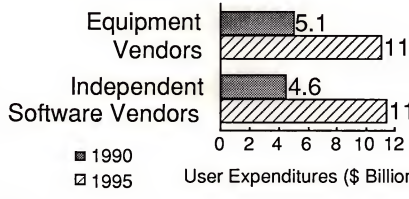
Turnkey Systems, Western Europe

Vendor Analysis, 1990-1995



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Turnkey Systems, Western Europe

Leading Vendors, 1990

Company	Rev. ($M)	Mkt. Share (%)
Siemens Nixdorf	970	9
Prime	400	4
Digital Kienzle	400	4
Intergraph	270	3
McDonnell Douglas	235	2

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SNI

Heritage	Proprietary turnkey systems
Strengths	COMET user base Point-of-sale systems
Focus	Regaining competitive position in SME market
Direction	Migration to UNIX

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